We are Allies.
Fiscal year 2017-2018 was a remarkable year for Allies for Health + Wellbeing. The launch of our new name and look illustrated our transformation from solely an AIDS service organization into a fully integrated care provider for individuals living with or at risk of HIV, STIs and HCV. The transformation has been both challenging and rewarding. We reflect with gratitude on the many triumphs of our clients and the services we were able to provide them. We know it’s a privilege to support our community and we could not do it without friends like you.

The word ‘allies’ means many different things to us. First, we are always on the side of the people who need us, such as Robert whose story you will read in this report. Second, our committed staff is a team of allies that delivers client-centered services. Finally, and perhaps most importantly, we recognize we would not have gotten here without the incredible support of our donors and friends—our allies like you. From a staff member providing quality care focused on a client’s specific needs to a donor’s lifelong passion for supporting the financial wellbeing of the agency, we would like to share some examples of what it meant to be an Ally in the past year.

Your generosity provides clients with the supports they need to manage their health and live a strong, fulfilling life. **Thank you for being an Ally.**

We are looking forward to serving our community, as Allies, in the year to come.

Sean DeYoung, MSW, LCSW
CEO, Allies for Health & Wellbeing

With your help, Allies provided a broad range of treatment, support, and prevention services. Here is a snapshot of what took place:

- **83** received permanent supportive housing who would otherwise be homeless.
- **2,469** HIV tests administered with 17 HIV-positive diagnoses that were referred to care.
- **956** individuals sought care at the Allies clinic in fiscal year 2017-18.
- **388** clients with Pre-exposure Prophylaxis (PrEP) services
- **13,000** bags of groceries handed out through our food pantry
Mary, a life-long Pittsburgher, was introduced to the Pittsburgh AIDS Task Force in the mid-80s during a work event at the Art Institute of Pittsburgh. In the years that followed, Mary, a counselor at the Art Institute, often referred students to PATF when they were in need of support or testing. Many times, they would come back to her happier and healthier, something she was always thankful for. What she didn't realize at the time was that supporting PATF, now Allies, would become a lifelong passion for her and her family.

In the subsequent years, Mary would become a board member, volunteer, and advocate for Allies. However, the mission of Allies became especially poignant to Mary after losing a dear friend and both of his two brothers to AIDS-related complications. Her reason for supporting Allies is simple: "I think of how different his life and his family's life would have been had he had the support and education from [Allies]."

After co-founding Riverside Design in 1996, Mary had a new avenue to support the community and, in 2004, she and her daughter, Cassandra, started Plates with Purpose. One of the plates designed by Cassandra includes three shining stars representing the three brothers who died as a result of AIDS and their Broadway talents. Allies has and continues to benefit from the sale of the plates.

In January 2018, Allies added a Behavioral Health program to its ever-growing list of services. Soon after, Matthew Reinhart joined the staff as Allies’ behavioral health specialist—ready to provide clients with the tools they need to manage their mental health alongside their HIV-positive diagnosis.

Because the program is in its infancy, Matt’s main objective for the behavioral health program was to tailor the program to best fit the needs of the clients and create a space where clients feel welcome to talk about their lives — whether that be their HIV diagnosis or other mental health issues.

As Matt stated, "It's important to let the client decide their goals and what they want to talk about—to meet them where they are at." To accomplish this, Matt has taken the team approach, consulting with the client’s case manager and/or the medical staff to ensure that each client’s unique needs are addressed. Matt also provided crisis intervention for individuals who received an HIV-positive diagnosis, which can be terrifying and overwhelming. Additionally, Matt began developing support groups designed to help clients gain a sense of community. Whatever the client’s situation might be, Matt has worked to ensure that the right supports were there to help them succeed.

At the end of the day, Matt has said "I have often been moved by the clients’ gratitude for the program and how they cherish the chance to share their stories and their lives in their own way." Matt’s biggest hope for his work and the future of the program is that clients will feel empowered in themselves. And he plans to help them do just that.
Robert, a long-term HIV survivor, moved from Chicago to Pittsburgh in 2002. At the time, he was interested in learning about organizations serving those living with HIV but wasn’t in dire need of services himself—he held a steady job and had been effectively managing his health for years.

In March of 2017, Robert was diagnosed with end-stage renal failure and had to readjust to living with new health complications. This meant giving up his job to attend dialysis three times a week. He soon found he needed more support from Allies – including the food pantry, some financial assistance with medical bills, and a case manager who could help him navigate resources.

With a fixed income, Robert didn’t have much financial flexibility, but Allies helped him manage his adjustment to his new way of living.

While Robert has used specific services here at Allies, he noted that the most important things he has received were a sense of community, inclusion, and, above all, hope. “From the minute you buzz the doorbell everyone is so friendly. Keeping a place like this provides people like me with hope and lets us know there are people here for us—not just for the challenges but for the good times, too.”

Having once felt isolated by his HIV-positive diagnosis, the support groups, staff, and volunteers whom he has met through Allies, have provided Robert with a sense of comfort. It’s easy for him to remember a time when organizations like Allies didn’t exist—and there was nowhere to lessen the burden of the stigma associated with HIV/AIDS. And with that, Robert is happy to know that generations after him living with HIV will have a strong community of support, thanks to Allies.

Allies for Health + Wellbeing gratefully recognizes the following corporations, foundations and community organizations for their generous financial support. This list includes those entities that gave a total of $1,000 or more between July 1, 2017 and June 30, 2018. If you note any errors or omissions, please contact the development department at 412.345.0591.

**Executive ($100,000 or more)**
The Hillman Foundation

**Leadership ($25,000 - $99,999)**
Giant Eagle
Staunton Farm Foundation

**Benefactor ($5,000 - $24,999)**
Allegheny County Bar Foundation
Broadway Cares/Equity Fights AIDS
Cooper-Siegel Family Foundation
Design Industries Foundation Fighting AIDS (DIFFA)
Gateway Health
Highmark together with Allegheny Health Network
The MAC AIDS Fund
The Opportunity Fund
UPMC

**Principal ($1,000 - $4,999)**
Baker Tilly
California Community Foundation
Coordinated Care Network
Cozen O’Connor
Elsie H. Hillman Foundation
Google
Jewish Healthcare Foundation
Kent Richard Hofmann Foundation
KeyBank
Macedonia FACE
Mackin-Carrigan Trust Fund of the Pittsburgh Foundation
MidAtlantic AIDS Education & Training Center
Nordstrom, Inc.
The Scott K. Noxon Fund of The Pittsburgh Foundation
PA Health & Wellness
The Pittsburgh Foundation

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Allies for Health + Wellbeing is deeply grateful for the support of so many "allies" in our community, and we would like to recognize them for their generous support. The following list represents individuals who gave a total of $100 or more between July 1, 2017 and June 30, 2018. If you note any errors or omissions, please contact the development department at 412.345.0591.

**Benefactor ($5,000 - $24,999)**
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Mr. Roger Graziano
Mr. J. Randolph Hiller
Dr. Ken Ho and Dr. Keith R. Stowell

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Ms. Kimberly A. Taylor
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Ms. Susan Burgess Tencza and
Mr. Rich Tencza
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Mr. Patrick Cameron
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Jared and Maureen Cohon
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Mr. Kenney Holden
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Mr. Mark Marsen and Dr. Scott Tyson
Mr. John A. Martine, AIA
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Mr. Timothy O. Rauluk
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Mr. Charles Culbertson
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Mr. Matthew Hoolsema
Dr. Ron Voldiserrri and
Mr. Ray Redner, Jr.
Ms. Laura Mae Walls
Mr. Robert T. Wargo
Mr. Michael J. White and
Mr. Richard J. LeBeau
Mr. Donald Wolfkill

**Patron ($100 - $499)**
Joann and Martin Aurand
Ms. Louanne Baily
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Dr. James Becker
Ms. Claudia Benack
Mr. Patrick Benton
Ms. Susan Beringer
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Mr. Donald Wolfkill

**Allies for Health + Wellbeing**
### Statement of Financial Position
June 30, 2018 and 2017

#### ASSETS

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<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$437,652</td>
<td>$358,390</td>
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<tr>
<td>Accounts &amp; grants receivable</td>
<td>$1,119,780</td>
<td>$681,743</td>
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<tr>
<td>Unconditional promises to give (pledges)</td>
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<tr>
<td>Investments</td>
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<td>Prepaid expenses</td>
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<td>Other assets</td>
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<td>$77,748</td>
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<tr>
<td>Property &amp; equipment, net</td>
<td>$948,059</td>
<td>$1,077,934</td>
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**TOTAL ASSETS**

$3,644,881

#### LIABILITIES

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<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td>Demand note payable</td>
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<td>$650,000</td>
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<tr>
<td>Accounts payable &amp; accrued liabilities</td>
<td>$880,353</td>
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<td>Deferred rent</td>
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**TOTAL LIABILITIES**

$1,226,473

#### NET ASSETS

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<th>2017</th>
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<td>Unrestricted</td>
<td>$2,297,669</td>
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<td>Temporarily restricted</td>
<td>$120,739</td>
<td>$86,811</td>
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**TOTAL NET ASSETS**

$2,418,408

#### TOTAL LIABILITIES AND NET ASSETS

$3,644,881

$3,280,134

### Support and Revenue

$4,373,788

#### Expenses

$4,003,082

### Programs

$343,345

### Administration*

$660,087*

### Fundraising

$2,999,650

### Pharmacy Revenue

$557,271

### Government Grants & Contracts

$1,534,550

### Contributions, & In-Kind Donations

$29,584

### Medical Billing

$137,282

### Misc. Income

$2,115,101

*Includes one-time expenses related to the agency’s expansion.
Vision:

We envision a healthier community whereby people access integrated medical care and supportive human services in a respectful setting, free of stigma and discrimination.

Mission:

To improve health and wellbeing, we provide integrated medical care, supportive human services, and community-based education for individuals living with, or at risk of, HIV, viral hepatitis, and sexually transmitted infections.